

Message Text

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72

ACTION CU-05

INFO OCT-01 ARA-10 ISO-00 USIA-12 /028 W

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R 161735Z AUG 74

FM AMEMBASSY ASUNCION

TO SECSTATE WASHDC 3242

UNCLAS ASUNCION 3413

E.O. 11652: N/A

TAGS: OEXC, PA (FLEISCHER, IGOR)

SUBJECT: FY 75 IV IGOR FLEISCHER

REF: A) ASUNCION 1941; B) ASUNCION 2904; C) STATE 177895

1. AS REQUESTED REFTEL C, FOLLOWING IS ALL INFO AVAILABLE TO EMBASSY. IV IGOR FLEISCHER, AGE 36, RECEIVED DEGREE IN INDUSTRIAL ENGINEERING FROM NATIONAL UNIVERSITY AT ASUNCION IN 1961. ALTHOUGH HE HAS TRAVELLED EXTENSIVELY AND FREQUENTLY TO ARGENTINA, URUGUAY, AND BRAZIL, HE HAS NOT TRAVELLED OUTSIDE OF THE WESTERN HEMISPHERE. APPROXIMATELY 4 YEARS AGO HE ACCOMPANIED GROUP OF 25 PARAGUAYAN GOVERNMENT AND BUSINESS LEADERS ON A BRIEF MARKETING ORIENTATION TRIP TO THE US SPONSORED BY USAID. THEREFORE HE IS ONLY SLIGHTLY FAMILIAR WITH THE US. HE IS BOTH INTERESTED AND COMPETENT FOR DISCUSSION OF TECHNICAL DETAILS OF MACHINERY AND TO SOMEWHAT LESSER DEGREE REGARDING DAM CONSTRUCTION. HIS PRINCIPAL INTEREST IN THIS VISIT IS TWO-FOLD REGARDING COMPANIES TO BE VISITED: A) HE WANTS TO SEE THOSE COMPANIES WHO ARE POTENTIAL SUPPLIERS OF ENGINEERING SERVICES AND MANUFACTURED COMPONENTS AND EQUIPMENT FOR THE LARGE HYDROELECTRIC INSTALLATIONS AT ITAIPU, AND B) HE WANTS TO MEET AND HOLD DISCUSSIONS WITH APPROPRIATE OFFICIALS OF THOSE US COMPANIES WHICH HAVE A POTENTIAL INTEREST IN ESTABLISHING SOME INDUSTRIU INSTALLATION IN PARAGUAY WITHIN THE MEDIUM FUTURE TO TAKE ADVANTAGE OF LOW-COST ELECTRICAL ENERGY RESULTING FROM THE OPERATION OF THE ITAIPU DAM. HE IS TRAVELLING ALONE.

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2. HIS INTEREST VIS-A-VIS SHOULD BE BASED ON INFORMATION REGARDING THE BASIC PURPOSE OF HIS TRIP AS OUTLINED ABOVE. FOR EXAMPLE, IN CASE OF ALLIS CHALMERS, HE WOULD BE INTERESTED IN HYDROELECTRIC TURBINES, HEAVY EARTH MOVING EQUIPMENT AND MACHINERY COMPONENTS FOR MANUFACTURING CEMENT. VISITS WITH ALCOA AND/OR REYNOLDS ALUMINUM ARE RELATED TO POTENTIAL INTEREST THOSE COMPANIES MAY HAVE IN FUTURE INDUSTRIAL INSTALLATION FOR MANUFACTURING ALUMINUM IN PARAGUAY. LIKEWISE, WITH RESPECT TO DOW CHEMICAL AND DU PONT, THE PURPOSE WOULD BE TO DETERMINE POTENTIAL INTEREST IN MANUFACTURING ACOUSTIC SODA IN PARAGUAY AND VISIT WITH PAPER MANUFACTURERS ALSO RELATES TO POSSIBLE INVESTMENT IN PARAGUAY FOR PROCESSING WOOD PULP.

3. ARRANGING FOR HIS VISIT AND DISCUSSION WITH LATIN AMERICAN DIVISION REPRESENTATIVES WOULD BE USEFUL IN THOSE COMPANIES WHICH ARE INTERESTED IN SUPPLYING SERVICES AND EQUIPMENT FOR ITAIPU HYDROELECTRIC PROJECT, ESPECIALLY IF THEY SPEAK SPANISH.

4. POST BELIEVES THERE WILL BE TIME DURING ENERGY CONFERENCE FOR VISIT TO LOCAL COMPANIES WITH POSSIBLE EXTENSION OF ONE OR TWO DAYS FOLLOWING CONFERENCE. THEREFORE GRANT SHOULD COVER TOTAL OF 35 DAYS.
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